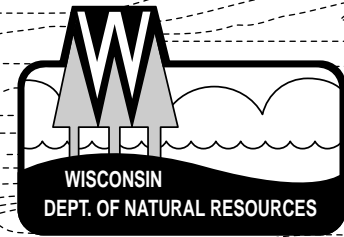


WISCONSIN WOOD

MARKETING BULLETIN



Published by Wisconsin Department of Natural Resources, Madison, WI 53711

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WOOD MARKETING BULLETIN

The Wisconsin DNR publishes the "Wisconsin Wood" marketing bulletin every two months. It serves the timber producing and wood using industries of Wisconsin by listing items: For sale - forest products, equipment and services, wanted - forest products, equipment and services; employment opportunities. There is no charge for the Bulletin or inserting items in it. Only items deemed appropriate to the timber producing and wood processing industries will be listed. Also the Bulletin will feature forest products utilization and marketing news, safety notes, coming events, new literature, tips to the industry, and listing or employment wanted or positions that are available.

If you know of someone who would like to be on the Bulletin mailing list, please ask them to send their name, address and zip code to the return address on the back page. Also, if you have items to list, send in the form or write a letter to the return address on the back page. Repeat listing of items requires a written request each time the item is to be repeated.

Published by Wisconsin Department of Natural Resources, Madison, WI 53711

WCMA TARGETS GLOBAL MARKETPLACE

Helping members take advantage of North America's "home court advantages" is the goal of the Wood Component Manufacturers Association (WCMA) this year, according to Steve Lawser, executive director. "The organization is developing new educational and promotional programs to assist them as they compete in today's global marketplace," he says.

Outsourcing continues to be the main driver for wood component product demand as furniture, cabinet, millwork, and related manufacturers rely on outside suppliers to produce most of their component parts, Lawser explains.

"Unfortunately, outsourcing often refers to importing, as finished wood product manufacturers are purchasing their components from both domestic and offshore suppliers," he says. "Therefore, the battle is now between domestic and offshore component manufacturers."

The three most common strategies utilized by U.S. woodworkers competing with imports have led the WCMA in three distinct directions in its efforts to help members remain competitive. "The first thing a company ought to do is conduct a thorough cost analysis to establish costs and identify areas of cost reduction," says Lawser. For this reason, the WCMA developed a Cost-of-Doing-Business Survey to help members compare their costs with costs encountered by their peers and identify areas for improvement.

The second strategy is to improve production efficiencies and labor productivity. "Modern woodworking machinery and equipment have helped significantly in the critical areas of lumber drying, yield improvement, materials handling and producing components with tighter tolerances," Lawser says. "These advances in woodworking technology have allowed North American manufacturers to produce more with fewer workers in order to compete with the cheap labor in China, Southeast Asia, Eastern Europe, and Latin America."

A third strategy is to improve or adjust sales and marketing strategies to highlight the advantages of domestic producers. "One of the most successful marketing strategies to highlight the advantages of domestic producers. "One of the most successful marketing strategies is to identify target or niche markets of opportunity," adds Lawser. "These can be highly specialized or custom markets that are not typically supplied by offshore competitors."

Another marketing strategy, Lawser suggests, is to identify the most profitable customers and focus on them first. "These customers are the ones who pay on time,

order on time, are willing to work with you, and their products match your production capabilities. These customers need to be treated as top priority before chasing new orders from new or unknown companies."

Membership – Representing about 150 manufacturers of various dimension and wood component products, the UCMA membership includes some companies that have their own timberlands, sawmills, and a few that produce finished products. Members produce a variety of rough, semi- and fully-machined wood component products for the furniture, cabinet, moulding, millwork, building products, and related decorative wood product industries.

Components include cut-to-size blanks, edge-glued panels, solid and laminated squares, dowels, mouldings, turnings, table and chair parts, cabinet doors and parts, cabinet doors and parts, frame stock, staircase parts, interior trim, millwork, engineered wood components, and other specially products.

Member Match – Sales inquiries from component buyers are received by the WCMA office on a daily basis and forwarded to all WCMA members for follow-up. The Member Match Program was created to match component buyers' needs with members' production capabilities. The computerized membership database retrieval system provides prospective buyers with a list of all WCMA members who can produce the specific required component products. When an inquiry is received, a generated list is immediately faxed or e-mailed to a component buyer who can contact manufacturers with their exact specifications. This service is free of charge to dimension and component buyers.

Internet Source Guide – Another aide for components buyers, a user-friendly searchable database is featured on the WCMA website at www.woodcomponents.org. Visitors can

search for and identify companies with the production capabilities required.

The website also includes information about other association's activities and programs, publications, and a calendar of upcoming events. A "Members Area" allows members to access sales inquiries, newsletters, memos, meeting information, etc. "The association website is a work in progress that is constantly updated to better serve the needs of members and their customers," says Steve Lawser.

Trade Promotion – The WCMA sponsors a variety of programs that promote the general demand for wood component products and generate more business for members. The organization exhibits at major international woodworking trade shows where various products produced by member companies are displayed. In addition, the *Wood Components buyer's Guide* is distributed to interested buyers and users, and sales leads are collected at and passed on to WCMA members.

WCMA Rulebook – One of the organization's functions in support of the components industry is publication of the *Rules and Specifications for Dimension and Woodwork*. The rulebook covers dimension and component grading rules, tolerances, and claim procedures. The rules provide specification guidelines for dimension and wood components for domestic and export trade. Most dimension and component buyers use the WCMA guidelines when specifying component products. The newest edition of the *Rulebook* includes both metric and English measurements, a help for international buyers and sellers.

Plant Tours – Every October, WCMA members tour the production facilities of several dimension, component, and related woodworking companies. The popular plant tours provide members with a unique opportunity to observe other woodworking manufacturing operations and exchange ideas in a friendly atmosphere. The 2003 WCMA Plant Tour Event is scheduled October 5-7 in Central Ohio, WCMA members will tour production facilities of eight leading woodworking operations producing a variety of dimension and component products.

For more information about the WCMA call (770) 565-6660 or visit www.woodcomponents.org.

Source: *Southern Lumberman*, April 2003.

CCA ALLOWED FOR PWFs, AGRICULTURE POSTS

As a result of comments received, the Environmental Protection Agency Foundation (PWF) systems and agriculture fence posts (round stock). This significant conclusion favorably impacts wood products manufacturers, preservative suppliers, and treaters, along with the wood foundation industry. Specifically, both CCA-treated lumber and plywood will continue to be permitted for use in Permanent Wood Foundations. Last year, the Southern Forest Products Association and the Southeastern Lumber Manufacturers Association worked jointly with the Southeastern Lumber Manufacturers Association worked jointly with AF&PA on behalf of the U.S. lumber industry to submit comments to the EPA requesting that CCA be allowed for PWFs. Despite thousands of pages of comments submitted regarding overall usage of CCA, the EPA reinstated the product's use only for PWF and agriculture fence post applications.

"The EPA's decision regarding PWFs reduces the risk of declining markets in wood foundations," remarks Dave Mason, SFPA director of treated markets. "In addition, some 400,000 homeowners who currently live in homes with CCA-built PWFs should be relieved about perceived devalued real estate caused by CCA concerns," he adds. For more information about the EPA's recent conclusion, contact Dave Mason at (504) 443-4464 or dmason@sfpa.org.

Source: *Southern Forest Products Assoc*, March 2003.

LATE INDUSTRY NEWS

January Housing Starts Set 17-year Record – Housing construction, a key to the economy's resilience last year, gained momentum in January as builders broke ground on new homes at the fastest rate since May 1986. Starts rose 0.2 percent from the fastest rate since May 1986. Starts rose 0.2 percent from December's upwardly revised figure and 8 percent from a year ago to a 1.85 million unit annual rate, the Commerce Department said. That came as a bit of a surprise to Wall Street, which expected the pace of new home construction to fall 8 percent from December's hot pace.

Permits for future activity dipped to an annual rate of 1.78 million units, down 5.6 percent from December, but remained 5.6 percent above year-ago levels. Having sold a record number of new homes in

2002, builders continued to ramp up in January to keep up with demand fueled by the lowest interest rates since the 1960s. But that activity could be peaking, economists say.

Builders broke ground on single-family homes at a 1.51 million unit annual rate in January, up 2.1 percent from December and the fastest pace since November 1978, according to the Commerce Department. While overall building permits fell from December, permits for single-family homes rose 0.3 percent.

New home construction was strongest in the West, as housing starts hit a 522,000 annual rate, up 10 percent from December and 36 percent from a year ago. Housing starts in the South rose to an 839,000 unit pace, up 4 percent on the month and 3 percent on the year. Starts in the Northeast fell to a 135,000 pace, down 17 percent from both the month-ago and year-ago periods. Midwest housing starts fell 12 percent from December to a 354,000 pace, up 0.6 percent from a year ago.

On the heels of January's boom, the National Association of Home Builders said its gauge of builder optimism eased in February, though it remains at healthy levels. Its Housing market Index dipped from 64 in January to 62, its lowest point since August. David Seiders, chief economist of the NAHB, expects "'gradual leveling off'" of activity this year. He expects housing starts to dip 3.5 percent this year to 1.65 million units. Most indicators still point to a strong housing market despite flagging consumer confidence. "People don't make huge economic commitments of a permanent nature when they're worried about their future," one economist said.

Source: *Northern Logger*, March 2003.

DOUBLE DIGIT GROWTH PREDICTED FOR LAMINATE FLOORING INDUSTRY

The laminate flooring industry is projected to reach double-digit growth for 2003, following a year of strong sales in North America. According to the North American Laminate Flooring Assn., laminate flooring, which was introduced to the North American market in the mid-1990s, now accounts for 5 percent of the overall flooring market.

"Even in a tough economy, the category performed exceptionally well this year, with double-digit increases in both dollars and square feet sold," said Bill Dearing, president of NALFA. "The even better news is that this momentum shows no sign of slowing anytime soon. Assuming we

have a positive economic rebound, we should see another year of double-digit growth in volume and value in 2003.”

According to NALFA, 2002 sales by its members increased by 13 percent over 2001 figures, to \$726 million. The group also reported a total of 530 million square feet of laminate flooring sold during 2002, a 17 percent increase over the previous year. This comes despite a drop in the average price per square foot, which went from \$1.42 in 2001, down to \$1.37 in 2002.

NALFA’s members represent 78 percent of the laminate flooring sold at retail. Member companies include Pergo, Wilsonart, Armstrong World Ind., Formica, Kronotex USA, Witex USA, Faus Group, Kaindl USA and Mannington Mills.

Source: *Wood & Wood Products*, March 2003.

POLITICAL BEAT

By Joe Dysart

The Bush Administration has moved to ease logging restrictions in federal forests with a newly proposed rule that will allow more recreational use, as well as require less study of the environmental impact of any new logging.

“The national forests and grasslands are for everyone,” says Sally Collins, U.S. Forest Service associate chief. “The proposed rule is designed to more effectively involve the public and to better harmonize the environmental, social and economic benefits of America’s greatest natural resources.”

One hundred fifty-five national forests and grasslands would be impacted by the proposed plan, a total of 190 million acres, Collins says. Essentially, the plan would enable forests to be opened to new logging and development without undergoing an Environmental Impact Study and without a requirement to maintain local fish and wildlife populations.

“The new rule cuts a lot of red tape and saves 30 cents on the dollar – money that can be spent doing good work on the ground instead of producing documents,” Collins says. “Over the past quarter century, that Forest Service spent a billion dollars and several hundred thousand hours on forest planning.”

Collins says the proposed rule retains the basic planning principles currently in place regarding the development of federal forests and grasslands and emphasizes meaningful public involvement, sustainability, use of science and ongoing monitoring and evaluation.

The proposed rule also offers two options that the federal government could adopt in continuing the implementation of a diversity requirement for plant and animal communities, as required by the National Forest Management Act of 1976. A workshop examining these options will be offered by the Forest Service during the public comment period required for the newly proposed rule.

Collins maintains the plan would provide forest managers with more flexibility to tailor their analyses of development on a case-by-case basis. All told, she believes the streamlining impact of the new rule would enable the forest industry and other industries to secure plan approval of new logging and development in a third of the time currently required.

The Forest Service will also be issuing a comprehensive study on the costs associated with land and resource management, which have been based in part on implementation of the National Forest Management Act of 1976. The study will show that under the newly proposed rules planning costs can be reduced by 30 percent.

“The Forest Service began long-range planning nearly 30 years ago,” Collins says. “A lot has changed since then. Technology has advanced tremendously, and social values have changed. Our scientific knowledge far exceeds what we knew 30 years ago. But there’s a fundamental problem; without an updated planning rule, we’ve not been able to apply three decades of learning or incorporate new technology into our decision making.”

Collins says the newly proposed rule is a frank acknowledgement that forests are constantly changing, and that the federal planning process must be dynamic and responsive to those changes.

Besides expediting the planning process, the newly proposed rule would also incorporate the realization that what loggers and developers leave on the land is more important than what they take away. “The new rule offers a guiding principle that will preserve our national forests and grasslands and still provide the resources and values that Americans expect from these great lands. It is designed to ensure the biologic, social and economic harmony of our forests and grasslands.”

Stakeholders concerned about new logging and development that will arise from adoption of the new rule should also take comfort in provisions that will guarantee their participation in the approval process of that logging and/or development, Collins says.

“From state, local and tribal governments, to ranchers and loggers, to recreationists and wildlife enthusiasts – we know people care about the national forests,” Collins says. “This new rule brings everyone who is interested into the planning process at the start of the process, so we can reach solutions together.”

“This is a rule that Forest Service professionals support, because we know we can implement it,” Collins says. “What we’re recommending today is what we in the Forest Service have said for years. We want to make a positive improvement that brings together those who use our national forests and grasslands – from campers to commercial vendors.”

The newly proposed rule is a natural outgrowth of the NFMA, which requires the periodic development, revision and amendment of federal forest and grassland plans. Existing plans for these lands were developed under regulations adopted in 1982, according to the U.S. Forest Service.

Currently, there are 39 revisions and numerous amendments of the 1982 plan under consideration, according to the Forest Service. “It’s time to bring forest planning into the 21st century with a simpler, more responsive planning process,” Collins says.

A copy of the proposed rule, along with related documents, is available on the Web at www.fs.fed.us/emc/nfma.

Source: *Forest Products Equipment*, January 2003.

BUYING YOUR FIRST PORTABLE MILL

By Steve Bratkovich

So you’re thinking about buying a portable sawmill? You have plenty to choose from – in North America alone, dozens of small mills from a like number of manufacturers are available. Another nearly 200 companies produce components and portable-mill accessories.

Most-first-time buyers will likely consider the pros and cons of different mills by evaluating items such as price, daily production rates, saw speed, networks, saw-blade longevity and maintenance, transportability (including ease of set-up and tear-down), and a host of “bells and whistles.” These considerations are certainly all critical in making an informed buying decision.

All too often, however, a portable mill is purchased without adequate attention to other key factors – what some call “the rest of the story.” What are some of the most important overlooked factors? What can

be done once you have identified them?
And where can you turn for help?

To help you answer these questions, as well as others, this article provides the perspectives of three very knowledgeable wood-products experts. Even though I was unable to bring the trio together around a single table, they made themselves available to me individually, and I present their thoughts here. Consider this a kind of “long-distance roundtable,” if you will, and you have a ringside seat. So sit down, have a cup of coffee, and enjoy the chat.

Shelby Jones: A forestry and wood-products consultant since 1988, Shelby Jones spent 32 years as a Missouri forest products specialist. Like both John Krantz and Bob Mayer, the Jefferson City, Missouri-based Jones has many years of experience working with small and large mill owners.

John Krantz: After 31 years as a forest products specialist with the Minnesota Department of Natural Resources, John Krantz retired and now runs a carving and specialty woods business in Forest Lake, Minnesota. He has worked with portable mill owners and has a lot to say about the thought that a prospective mill owner should give to the marketing considerations before a mill is purchased.

Bob Mayer: A forestry consultant, tree farmer and Wood-Mizer owner, Bob Mayer used to manage a high-production hardwood sawmill and is a former utilization and marketing forester for the state of Indiana. During the late 1990s, he managed a large hardwood sawmill. For more than 25 years, the Connesville, Indiana-based Mayer has provided advice to new and experienced mill owners. He believes producer marketing is a significant area that is all too often overlooked by many purchasers of portable mills.

Analyzing the Markets –
Steve Bratkovich: What are some of the most important, and initial, aspects to consider before buying your first sawmill?

Bob Mayer: Most first-time purchasers of portable mills don’t analyze the product-marketing aspect of running a sawmill. Unless you’re producing lumber and other products for 100-percent personal use, you need to understand the markets before you make a purchase. Potential buyers need to ask themselves, “Where are my markets?” and also ask questions like, “Will I focus on retailing lumber products or on the wholesale market? Is custom sawing what I want to do? Do I have customers for dimension lumber or specialty products?”

Shelby Jones: Marketing is an area where little thought is given. Green markets are often limited and dry lumber markets usually require more investment and time.

Bratkovich: Even high-quality logs produce a sizable amount— 35 percent or more— of low- or below-grade lumber or cants. Is this a concern for portable mill owners? And is the ability to move low-grade the difference between making a profit and losing your shirt?

Jones: In almost every discussion I have with mill owners I’m asked, “Where can I sell my low-grade?” A portable mill owner needs to know the local markets and have a plan for marketing his low-grade or he might have a rude awakening.

John Krantz: If you’re thinking about buying a mill, you also need to think about what you’re going to do with your lumber and other products. Mill owners need to have multiple markets since most folks will likely saw different size logs and different species, perhaps at different times of the year. While working for the state of Minnesota, for instance, I had a man call me to report he just bought a small portable mill. When I asked about his markets, the fellow replied, “I plan to sell my lumber to the local cabinet shop.” Much to his dismay, however, he discovered later that the cabinet shop only used 2,000 board feet of lumber per year. This guy based his purchase decision on a market that probably could be satisfied in a couple days’ production. Not a smart decision.

Raw Material –

Bratkovich: The raw material source – trees, logs, cants, recycled timbers or whatever – seems like a no-brainer to most. But are there problems and potential headaches that prospective sawmill buyers may not be considering?

Mayer: I’ve owned a portable mill for 21 years and it’s taught me the importance of knowing your raw material source. Just the “size” of the log you anticipate processing could dictate whether you want to buy a band or a circle mill.

Jones: And don’t overlook the transportation problems and cost of logs. “How much should I pay for logs?” is a question I’ve heard many times. This is linked directly back to marketing. If you don’t know your markets and you don’t know what to charge for your products, it’s pretty difficult to know what to pay for logs or standing timber.

Bratkovich: Is there a downside to obtaining raw material by buying standing timber?

Krantz: When I worked for the state, some folks would buy a mill and then would call my office, looking for trees to buy. Sometimes they wanted to buy timber sales, which suddenly puts them into the logging business—which is a different ball game. Also keep in mind that the season of the year can dramatically impact the availability and quality of the raw material. In Minnesota, the white woods – basswood, birch and maple – typically aren’t harvested in the summer due to staining. This can put a pinch in your log supply.

Bratkovich: Some folks think custom sawing might be the answer to their raw-material issue. Why not have someone else harvest trees and deliver logs to you? Or, set up and saw on the customer’s property?

Mayer: It’s not that easy. One of the biggest headaches with custom sawing is “dirty logs.” Think of it this way: You’ve stayed up half the night getting your blades and everything ready. You drive 43 miles from your home to the site and you find logs packed with gravel and mud! I have seen custom sawyers in tears after such an experience.

Sawing, handling, drying –

Bratkovich: We hear a lot about the importance of sawing, handling and drying lumber and related mill products. Do new mill owners often come up short in these areas?

Krantz: Yes. For example, most don’t appreciate the difference between flat- and quarter-sawn boards. I purchase lumber for my specialty wood business from many mills. My primary customers – wood carvers – demand, for the most part, flat-sawn lumber. I really need to work closely with my many small sawyers to get a good flat-sawn product. Too many people want to take a board or two off one side of the log and flip it 90 degrees. To satisfy my customers – my niche market – I want the log flipped 180 degrees.

Mayer: Quarter- and fit-sawn lumber, however, are prized in some markets. This can be a great way to add value to your product. The bottom line is to understand how to correctly saw a log to produce the desired grain pattern for your particular customers.

Krantz: The thickness and length of individual boards can also be troublesome for new sawyers. I remember an order I placed with a portable mill owner for 8-foot lumber. I arrived at the mill to pick up my lumber and found the boards exactly 8 feet – 96 inches – in length. Hardwood lumber, however, should have a

trim allowance, say 4 inches, and these boards didn't.

Fortunately for the mill owner, I sell a short product – carving stock – so I bought the lumber. Another buyer, though, might have refused the order. The mill owner simply didn't know any better. He hadn't yet learned the basics of the hardwood lumber industry.

Bratkovich: After sawing, what are some of your recommendations for drying?

Jones: Especially in warm weather, lumber needs to be stickered the day it is cut. First-time mill buyers don't realize the fragile shelf life of green lumber. A day or two of hot, humid weather can stain anything – high-grade or low-grade. And handling of lumber is a crucial step. To be successful, mill owners need to expand their thinking beyond simply making boards.

Krantz: A storage place – a bunk for air drying – needs to be prepared before you saw your first board. Some folks saw a board and then don't know where to set it. I suggest getting a large supply of stickers – uniform and dry – before putting the saw blade in the log. I also recommend building a level foundation of cement blocks as the first step in building a good air drying bunk. For my purposes, I place 5x5 hardwood timbers, 10 feet in length, on the blocks. Then I lay down 4x4s every 2 feet, perpendicular to the 5x5s. This keeps the lumber 12 to 14 inches off the ground and away from the weeds and grass.

Mayer: And don't forget about storage space for your lumber. The mill, of course, requires a certain amount of space, but folks tend to overlook the space needed to pile the lumber as well as slabs and edgings.

Krantz: Which mill to buy is about number 10 on my list of priorities. The art of sawing a log – to produce square boards instead of trapezoids – and the proper trimming, handling, storage and drying of boards is far more important than the brand of mill you buy.

Financial and legal issues –

Bratkovich: Terms such as cash flow, return on investment, gross and net income, and legally binding contracts sound a bit out of place when pondering the purchase of a portable mill. But mill owners who buy standing timber or logs, saw a product, dry the product – either air dry or kiln – and then produce a value-added product. This may easily comprise 90 days or more from start to finish. So it doesn't seem that the terms I mentioned earlier only pertain to large forest—product manufacturers. What are some of

the financial and legal issues involved here?

Jones: Cash flow is one of the most ignored points by people getting into the sawmill business. Many people think they'll saw a log and someone will hand them a crisp \$50 bill. Particularly with value-added products, the payment doesn't come that quickly. Also, start-up costs are much more than just the cost of the mill.

Krantz: There are many up-front costs before you ever sell a board. My own carving wood inventory, which comprises 2- to 4-inch-thick lumber, is held for 2 years before it's sold. Up-front cash is needed to weather this period.

Mayer: You need to carefully consider whether the mill is a full-time business, a seasonal business, or simply a hobby. If your business is more than a hobby, what annual gross or net income do you anticipate? The most profitable portable mills I have seen have been those that are in close relationship with a bigger mill. Sometimes, the portable mill may even be located on the site of the larger mill.

Bratkovich: Should mill owners write a business plan, especially if their goal is to make money?

Mayer: I highly recommend it, but realize that most one-man businesses won't do it. I also recommend written contracts, especially in a custom-sawing situation. A good custom sawing contract will clarify specifics such as when logs will be delivered or be available for processing, diameter of the logs to be sawn, log cleanliness, and so forth.

Jones: And don't forget to investigate the insurance situation. Most mill owners think about damages that might occur to the mill, but they ignore the possibilities of injury to themselves or a co-worker. It's easy to roll a log onto your helper's foot.

Bratkovich: What about local zoning restrictions – do they play a role here?

Jones: Yes, I know of one country in the St. Louis area, for instance, that will not let a new sawmill operate even though the country has high-quality timber.

The significance of site –

Bratkovich: Portable mills, by definition, are portable – it's relatively easy to move a mill from one site to another. And most folks considering buying such a mill probably anticipate moving the mill, to a certain extent at least. But portable mills often take on the characteristics of stationary mills, don't they?

Jones: My experience is that most folks set up the portable mill and leave it in one place. But this can present its own set of problems for the owner and operator.

Mayer: Year-round access to the site is important to many mill owners. If it is, think about what the mud situation will be like in March and April.

Jones: Exactly. Most people will tend to think "flat" when considering a site, but moving water away from the mill is very important. Another point is whether the site would be acceptable for a permanent shed or building for the mill. Remember, the mill is a precision piece of equipment that should be protected from the elements.

Bratkovich: And residue? What kind of role does that play in site selection?

Krantz: I've seen portable mills completely surrounded by slabs and sawdust – the sawyer could hardly move! Most folks don't have a plan, and just don't realize that 30 percent of a log ends up as dust.

Jones: I agree – the "residue situation" needs to be carefully analyzed before deciding on a location for the mill. New mill owners should estimate how many logs they plan to saw per day. Take this number and multiply it by 4 slabs per log, and then multiply again by the number of sawing days per week. This should give you an idea on the size of your weekly slab pile.

Krantz: Another point is to not handle those slabs more than one time. Place them in a bunk or on a hay wagon. Moving slabs a second time is always a waste of time and energy.

Mayer: Ample space for expansion needs to be considered, too. A planner, for instance, is a wonderful addition to a mill but you need to think about where you'll put it. If you need to add a little building, you'll need space for the structure. And so on. Add-on pieces of equipment and new buildings should be anticipated long before they're actually needed. You'll also need to have ample room for product inventory. The largest monkey on a big mill's back is inventory storage – and it's also critical for a small producer who is not custom sawing.

Final thoughts –

Bratkovich: Product markets, raw material issues, lumber basics, financial and legal issues, mill siting. Although some might refer to these topics as "elementary," these items are the ones that seem to continually nix a mill buyer's best intentions and dreams. Any final thoughts for our readers?

Mayer: Find someone who is operating a portable mill. Observe his day-to-day operation. Ask him as to whether he would do it again. The sawmill business has a lot of caring and sharing

hardworking folks, so ask lots of questions.

Jones: Seek lots of unbiased opinions before you busy. Contact your state utilization and marketing forester for their recommendations and their advice.

Krantz: Offer to volunteer at a mill for a week or two to decide if you really want to do this. Get your feet wet before you jump in!

A forest products specialist in St. Paul, MN, Stephen M. Bratkovich is a member of the Forest Products Society and the Society of American Foresters.

Source: *Sawmill & Woodlot*, December 2002.

THE BUSINESS PLAN: CRITICAL TO START-UPS AND GROWTH

By David E. Toooh

What, Why, How, for Whom – Privately owned businesses are part of the spirit of America. The right and privilege of ‘being your own boss’ and ‘building your own empire’ is an ingredient of our country’s freedom and success.

Suppose that you, or you and a partner, or a group of you, want to buy or build a new business, or expand an existing enterprise? Where do you begin – how do you actually do it? It almost always begins with the creation of a Business Plan.

A Business Plan is a document where “it” all comes together. “It” in this case means: a statement or explanation of exactly what your business is, a description of why your business will be an asset to the community and to the economy in general, a description of your location and facilities, a verification of the financial feasibility of your venture, a look at your administration, and a place where the answers to various agency’s and people’s questions may be found.

A Business Plan serves to distinguish a pipe dream from a reality. Is your business venture destined for success or doomed for failure? If the initial proposal does not look promising, this is not necessarily the end. It may mean that a revised plan with new or more diverse markets, or other changes will be required in order to put you over the top.

Once all of the particulars are in place, the Business Plan becomes a plan to follow, at least for the first year or two of operation.

The creation of a Business Plan is not a difficult thing to accomplish. It is time consuming, but it is mostly just a collection of information. The most important thing is to work through the entire process. Once you have done that,

you will have a foundation of knowledge and experience that can pay off many times in many ways throughout your entire career.

There will often be several parties interested in reviewing your finished product. Starting with you and your partners, the feasibility and reality of your proposed venture is now more easily seen. Are you ready to go forward as planned, or is it time to go back to the drawing board for modifications?

Once the final draft is in place (a business venture destined for success), you now have a document that will serve as a financing proposal for banks and other investors, and as a document to support the various permits and approvals that may be required.

Consider the following outline as a guide to the creation of your Business Plan:

Outline/Guideline for a Business Plan – It is a professionally bound document with appropriate cover page and including:

Executive

Summary/Introduction/Perspective

(limited to one page): Readers can clearly see what they are about to read, what your methodology was, what the major contents of the piece are, your final conclusions, and a reference to supporting documentation: Major categories:

- Description of Business: a specific listing of your products and services, location, and major markets/customer base.

- Market Research/Data, Analysis, and Conclusion: a well-written summary narrative of your analysis of the competition and analysis of the customer base, ultimately leading to your sales forecast for the first one-to-three years of operation (with references to Appendix 1).

- Approvals, Permits, Licenses: an indication and verification that all of the necessary approvals and permits have been obtained through the relevant city/town, state, and federal agencies (reference to Appendix 2).
- Financial Data: sources and uses statement, projected income statements, cash now statements, and balance sheets for first one-to-three years of operation (reference to Appendix 3).

- Organization and Staffing: organizational chart with job titles and job descriptions for each staff member, along with credentials/resumes of management team, and operating procedures (reference to Appendix 4).
- Other: includes additional information unique and relevant to your situation. This might include: buyer contracts, supplier contracts, equipment information, real estate/contractor quotes, etc. (reference to Appendix 5).

Appendices – Provide individual folders/files for each of the above:

- Appendix 1: Notes, observations, interviews and other data from analysis of competition and customer base that led to your sales forecast.
- Appendix 2: Appropriate completed forms and permits.
- Appendix 3: Supporting documentation to financials.
- Appendix 4: Relevant data.
- Appendix 5: As necessary.

It is always worth taking the time to think it through and put it in writing. That combination requires you to pay attention to, and consider the many factors and details required for success, and to modify your plans and actions to the extent possible before the fact.

The above Outline/Guideline, is just that, a guide. All Business Plans must include a section of marketing, finance, and personnel. That is because all businesses must have a market, must make money, and must utilize people. It is beyond these basics, that each business venture is and becomes unique.

The order and format your content should be a function of your priorities and your readers.

The written presentation should always be professional, and free of spelling and grammatical errors to the extent possible. Revision and editing are important, but remember that we are business people not English professors.

It has now been about twenty years or so since the formal Business Plan first appeared and became popular. It has held its own and stood the test of time. To this day, the first question often asked by prospective investors and approving agencies is: “Let’s see your Business Plan.”

David E. Toooh is Associate Professor of Business at the University of New Hampshire’s Thompson School and long-time forest products consultant. He may be reached at PO Box 147, Dunham, NH 03824, telephone (608) 862-1025, Fax (603) 862-2915.

Source: *The Northern Logger & Timber Processor*, February 2003

WOOD DUST DANGER CONTROVERSY RETURNS

The federal Department of Health and Human Services has added wood dust to its list of “known human carcinogens.” The department’s biennial *Report on Carcinogens* listed wood dust based on evidence that long-term exposure increases the risk of cancers of the nasal cavities and sinuses. The report itself has not

regulatory impact, although it may prompt legislative action.

Several wood industry associations are taking exception to the recently published 10th Edition of the National Toxicology Program's *Report on Carcinogens*, which reports that wood dust is a "known human carcinogen" in cases involving nasal cavities and paranasal sinuses.

The Association of Woodworking & Furnishings Suppliers has joined the American Forest & Paper Association in taking exception to the finding, noting that the majority of studies on which it was based have questionable current practices in United States industry today.

"It is our understanding that this finding is based in large part on European studies that measured exposures which occurred before World War II," says Wade Gregory, AWFS public policy chair. "We therefore question how relevant this is to the industry today."

To have some key data based on current industry practices, AWFS is supporting a major wood dust study at Tulane University. "The health and well-being of our industry workforce is of vital concern to everyone in the association," says John Schramm, member services chair. "We want to know everything we can about wood dust exposure and how it affects the human body. That is why AWFS has joined other groups in sponsoring the six year, \$1.8 million study at Tulane University of respirator health from wood dust exposure. We hope to hear results from that in 2004."

In 1998, the association committed \$120,000 over a six-year period for the major study that is examining the relationship between wood dust exposure and non-cancer respiratory health. The study involves pulmonary function testing and wood dust exposure monitoring of workers with baseline data obtained in the first year, and annual follow-up testing over the subsequent five years. Approximately 6,000 workers from 12 wood and wood product facilities will comprise the study population.

For more information, call (800) 946-AWFS or visit www.awfs.org.

Source: *Southern Lumberman*, February 2003

BLAZING A TRAIL TO PROTECT AGAINST PALLET FAILURE, LIABILITY

By Rick LeBlanc

Customers generally do not want to spend more for pallets than the minimum required, but they are almost guaranteed to

up the ante when the wrong pallet is a show stopper.

So when a time sensitive international shipment is at legitimate risk of quarantine at a Chinese or European port, for example, or a 'big box' retailer insists on a certain standard of pallet (and they really mean it), then customers will loosen their wallets and pay extra to ensure that pallet problems do not derail their shipments.

Case in point: customers seem willing to pay a premium to avoid pallet rejection or re-piling charges at some of the large retailers that play hardball when it comes to pallets.

There also seems to be a difference in perceived risk between the 'big boxes,' for example, and conventional grocery warehouses. One has more pedestrian traffic with customers and employees at risk from pallet failure while the other exposes only employees to risk. One wonders if the response is overkill at the 'big box' or if there is just as much liability exposure at the others.

The pallet program at U.S. Gypsum is one example of how retail concern about pallet liability has rippled back up through the supply chain – and fundamentally changed a company's approach to pallet procurement and management. Because of concern about the risk of liability related to pallets, U.S. Gypsum decided to exert greater control of pallet procurement. It did what businesses often do when they want to quickly re-establish control: U.S. Gypsum centralized the function.

Working with the Pallet Alliance, U.S. Gypsum undertook to have all types of pallets used throughout its 45 North American plants evaluated with the Pallet Design System (PDS), the computer program developed by Virginia Tech and the National Wooden Pallet and Container Association. As a result, several pallets were redesigned. U.S. Gypsum now has a defensible paper trail for each type of pallet it uses for unit loads.

It seems to me that this practice would be a good approach for pallet suppliers to take in order to limit their risk exposure and to help their over-zealous customers avoid over-spec pallet requirements.

More than ever before, workers compensation or OSHA inspectors are looking beyond immediate workplace hazards they spot on the warehouse floor. They are burying their noses into a deep trail of paper work.

Was there an injury? Where are the investigation and witness reports? What were the recommendations? Where is the documentation that the recommendations were implemented and that follow-up

monitoring and other steps were taken? Were there subsequent related injuries?

Where pallet-related injuries have occurred in the past, many warehouses were more likely to side-step these issues by simply demonstrating the existence of a written company pallet policy. However, health and safety inspectors are becoming less satisfied with a document that only shows a company intended to exercise safety initiatives. Increasingly, they want proof – a paper trail that documents that action really was taken.

The issue of liability from pallet failure is nothing new. It rears its head when there is a serious injury or fatality or major product loss. Dr. Marshall ("Mark") White, director of the Virginia Tech Pallet and Container Research Laboratory, spoke on the topic of liability at the National Wooden Pallet and Container Association annual meeting several years ago. Looking back at his comments, his main points are well worth re-iterating: •There are two general causes of pallet failure: selection of the wrong pallet and improper use of correctly designed pallets. •In order to reduce exposure to litigation, pallet suppliers need to understand how the pallet bill be used. Many courts have ruled that such an audit is the responsibility of the pallet vendor. Following the development of prototype pallets using PDS, field tests should follow. Finally, a detailed pallet specification should be written.

•Since elimination of over-designed pallets also removes a 'cushion' that compensates for certain errors, pallet companies should implement statistical quality control methods. •Recyclers are vulnerable to lawsuits, too. At the time, Mark recommended that they obtain copies of the database available on the strength of recycled pallets. However, now the latest version of the Pallet Design System also may be used to measure the performance of and to design remanufactured pallets – pallets assembled from recycled components. The software also may be used for pallets made of a combination of recycled and new components. •The last important step in limiting liability is to instruct customers on safe handling practices, including inspection during use.

When a business is legitimately threatened by emerging pallet requirements, you can rest assured that it will respond. New International Plant Protection Convention regulations and growing concern about pallet liability are two areas that are pushing back ripples of change through the supply chain. Whether it ends up being a competitive advantage

or disadvantage depends largely on how you prepare.

Source: *Pallet Enterprise*, February 2003

CLEARING THE AIR ON WOOD DUST

When you think of all the things that can cause cancer, culprits like cigarettes and plain old genetics come to mind. Most people would never expect wood dust as a probable carcinogen. But according to the latest government report, wood dust inhaled in large amounts may cause some forms of nasal cancer.

Industry experts decry the classification pointing to the U.S. government using outdated data to justify its claim. The U.S. National Toxicology Program (NTP) looked primarily at data from European studies, much of which dates back 50 to 60 years if not older. Seen as somewhat a procedural move, the classification of wood dust as a "known human carcinogen" has no regulatory impact. But the listing could prompt regulatory agencies to consider limiting exposure.

John Festa, senior scientist for the American Forest & Paper Association (AFPA) said, "The wood dust classification was not totally unexpected." He said that it is not odd for the NTP to follow the lead of the International Agency for Research on Cancer (IARC), which classified wood dust as a carcinogen in 1995. The IARC is affiliated with the World Health Organization under the auspices of the United Nations.

Although the Occupational Safety & Health Administration (SHA) did nominate wood dust, John said that the industry has received no indication that OSHA intends to implement additional measures to regulate wood dust exposure.

Interestingly, studies done in Europe and the United States produced significantly different outcomes. The results tended to show many more cases of nasal cancer in the European studies. Closer scrutiny of the European studies indicates that excess cancer risk is associated with significantly higher exposure levels, dating primarily from older (pre-1950) European occupational settings, than are prevalent today in the U.S. workplace. The presence of compounds besides wood dust may have contributed to the findings. Dr. William Blot, a leading researcher on carcinogens, wrote, "If the only data available were from North America, in my view it is doubtful that the IARC would have classified wood dust as a known human carcinogen."

Just to prove that science is not always exact. According to John, the actual agent causing cancer in wood dust exposure has yet to be adequately identified.

According to the NTP, listing does not establish that a particular substance presents a risk to persons in their daily lives. The classification should not have a major impact on the forest products industry according to John. It may add a little more paperwork since OSHA requires that all carcinogens be listed on material safety data sheets (MSDS). Notification must be provided to downstream users on the first shipment. Lumber shipped for further processing would have to be accompanied by a MSDS describing wood dust as a known human carcinogen. However, Bruce Scholnick, president of the National Wooden Pallet & Container Association (NWPCA), said that the wood dust classification would not require that shipments of pallets be accompanied by MSDS notification. Companies must keep MSDS information on file and must be accessible to employees. Your occupational safety and health consultant or trade association should be able to help you comply with any changes caused by the NTP classification. Bruce said that the NWPCA would assist members in complying with the new MSDS requirements.

Industry groups, including the NWPCA, have supported a 6-year study at Tulane University that will attempt to determine whether there is a link between wood dust exposure and nasal cancer. The study is following approximately 6,000 workers from 12 facilities. Results are expected in 2004.

Who can help me comply with the new MSDS requirement? Your occupational safety and health consultant or trade association should be able to help you comply with any changes caused by the wood dust classification. The following organizations have indicated that they will assist members in complying: American Forest & Paper Association (202) 463-2700, www.afandpa.org; National Wooden Pallet & Container Association, (703) 519-61040, www.palletcentral.com.

Source: *Your Machinery Source*, March 2003.

U.S. WOOD FURNITURE TRADE GAP SPIKES; IMPORTS UP 18.8% THROUGH SEPTEMBER

By Rich Christianson

The United States imported nearly \$9 billion in wood and upholstered furniture,

and components during the first nine months of 2002. That's an increase of 18.8% compared to the same period in 2001.

The top 10 countries, which account for 90% of the import total, experienced an aggregate gain of 21.7%. Eight of the top 10 import sources, led by China (+56.6%), shipped more product in the first three quarters of 2002 than they had during the first three quarters of 2001. China's nine-month shipment total of more than \$3 billion surpasses the \$2.8 billion it shipped in all of 2001. Huge gains were also posted by Thailand, +37.4%, and Brazil, +52.1%.

Canada, which was supplanted by China as the leading foreign source of U.S. wood furniture and parts, posted a modest 2.1% increase. Meanwhile, Taiwan, which was the number one source of furniture imports throughout most of the 1980s and early 1990s, fell to number 8 behind Thailand. Taiwan's shipments to the U.S. dropped 6.8%; the Philippines was the other top 10 shipment loser, -9.9%.

U.S. exports of wood and upholstered furniture and components totaled \$779 million, representing a decline of 9.7% from the first three quarters of 2001. The nation's furniture trade balance climbed 22.5%, putting it on pace to top \$10 billion for the first time ever.

Source: *Wood & Wood Products*, February 2003.

Coming Events

JUNE 18-20, 2003 – Second Annual Wisconsin Professional Loggers Expo will host live "Cut-to-Length" logging demonstrations on forest land belonging to Tomahawk Timberlands in northwest Oneida County. At least four different "Cut-to-Length" equipment manufacturers will be represented. There will be static displays present. Registration is \$10/person before June 10 and \$15 after that date. For more information, contact the WPLA main office at: HC 1 Box 83A, Florence, WI 54121, phone (877) 819-9908, Fax (715) 528-5172, Email: ms@netnet.net.

JUNE 12, 2003 - Workshop Announcement: Marketing Forest Products in the Lake States -

A basic and descriptive definition of marketing is your entire company as viewed through the eyes of the customer. To make your customer's view of your company as positive as possible, you have to consider the whole marketing picture. This marketing concept is a way to look at

your entire company to optimize its performance and profitability. The Lake States Lumber Association in cooperation with UW-Extension will be conducting a workshop on forest products marketing in the Lake States. This workshop serves to introduce the basics of marketing to new employees and update current employees to the changing forest products industry. A thorough understanding of the marketing concept will help your company compete in an environment of increasing competition from substitute products and overseas companies.

This two-day workshop will be held in Stevens Point, WI on Thursday June 12 through Friday June 13, 2003.

The program will focus on the basic principle of marketing and sales in the forest products industry in the Lake States region.

Course instructors include Dr. Scott Bowe, Assistant Professor and Wood Products Specialist at the UW-Madison, and Dr. Robert Smith, Associate Professor and Extension Specialist in Forest Products Marketing at Virginia Tech.

For registration materials or additional information, please contact:

Scott Bowe, Wood Products Specialist, Department of Forest Ecology and Management, 1630 Linden Drive, Madison, WI 53706-1598, Phone (608) 265-5849, Fax (608) 262-9922, Email: bowe@wisc.edu.

JUNE 22-25, 2003 – Forest Products Society Annual meeting at the Double Tree Hotel in Bellevue, Washington. Additional information contact Julie Lang, Madison, WI phone (608) 231-1361, ext. 208, Fax (608) 231-2152.

FOR SALE

Timber and Forest Products

AIR DRYING STICKERS for sale. Sticker size 3/4"x1 1/4"x72". Contact Dennis Theung at (715) 478-7193, Snow River Products, 809 North Central St., Crandon, WI 54520, email: dtheune@snowriver.biz.

CEDAR LUMBER and cants, paneling. For Sale 4x4"x8 6"x6"x8 or in dimensions you need. Excellent cedar and excellent price. Contact Billy Imhof, 5859 Cingmars Road, Littlefork, MN 56653, phone (218) 278-4417.

PRODUCTION WOOD TURNINGS. Bed posts, table pedestals, table legs, etc., for the furniture industry. Balusters newer posts for interior stair railings. Red Oak,

Maple, Poplar, Knotty Pine. Contact John Petricola, 61 Alex Ave, Woodbridge, Ontario, Canada, phone (905) 264-5599, E-Mail: JohnPWoodmark@Hotmail.com.

DOWELS, RODS, POLES, 3/4" to 2-1/2" dia., lengths up to 16 ft. long with no splicing. Can splice poles longer ideal for tool handle replacements. We also make factory cart truck stakes, and replacement parts. Wheelbarrow handles, core plugs, rewinding plugs, plywood shipping circles, pry bars, lifting sticks, paddles, many types of wood plugs, cutting sticks plus many types of custom made wood products, made to customer's specs. For a quote contact Mark Slade at Mark Slade Manufacturing, 110 South Mill Street, Seymour, WI 54165-1250 or call (920) 833-6557 or Email to DRHANDLES@NEW.RR.COM.

PLYWOOD, OSB, Particleboard, and/or MDF cut-to-size or shape according to your specifications. From high-end uses like furniture and architectural to lower grades suitable for boxes or pallet decks. Plywood blocks for pallets are also available. Contact Joe Campbell, Steel City Lumber Co., PO Box 36189, Birmingham, AL 35236, phone (800) 733-1907, Fax (205) 733-1709, Email: Joecampbel@aol.com.

Equipment

WOOD LATH, hard or softwood. I have a lath making setup and am testing market interest. Please contact Kent at (507) 352-4098 evenings or (507) 352-6546 days.

BARK PROCESSING PLANT – Conveyor & Hopper Infeed; First big roller screen; Patz chain conveyor under screen; Patz inclined chain conveyor; Second roller screen with conveyor transfer; 40' Patz inclined chain conveyor; Nugget conveyor. All required electric motors, starters, switches, wiring, etc. Contact Rusch Equipment Sales, 400 Rusch Road, Antigo, WI 54409, phone (715) 627-4361, Fax (715) 627-4375.

JACKSON SAWMILL 1988 – 40 HD Model 152 E complete/infeed deck, turner, carriage track, and off bear/all motors, hydraulics, and electric - \$30,000. Contact White City Lumber Co, E15948 St, Hwy 82, Hillsboro, WI 54634, phone (608) 489-2861.

CORNELL- Blowers, edgers, trimmers, notchers, slabsaws, log cleaners, unscrambler, decks; VALBY- Wood chippers; FARMI-Skidding winches (in

stock); HITACHI- power tools & chains; PATZ-conveyors & belts; LACEY Harmer- laser lights; DANCO- Rip Saws; WEBSTER- vibrating conveyors; Jonsered- chainsaws; DIXON- sawmills, edgers, conveyors, log turners, hydra-dogs, pallet notchers, debarkers, slab edgers, trimsaws, decks, rollcases, small hydraulic loaders & trailers, trailers with loaders for 4 wheelers; Safe-T-shelters- storm shelters; over 100 used electric motors & electrical equipment; Used sawmill machinery. Contact Rusch Equipment Sales, 400 Rusch Rd, Antigo, WI 54409, phone (715) 627-4361, Fax (715) 27-4375.

SAWMILL SETUP FOR small mill. Includes 2- 10,000 bdf kiln, 20 5000 bdf kilns, Newman 500 planer matcher, Alis Chalmers loader, double axle trailer. 108x60 pole barn w 4-20 foot wide doors, 114x40 pole barn w/log deck system. Near Ashland, WI. Will separate equipment. Call Greg Sveinsson, (847) 516-3804.

USED PARTS FOR SKIDDERS, small crawlers, and excavators. Shipped daily. Parts for CAT, JD, IHC, AC, MH, Athey, Bantam/Kohring, Bobcat, Case, Clark, Timberjack, Drott, Franklin, Hein-Warner, Insley Leiberr, Michigan, Mitsubishi, New Holland, New Process, Pettibone, Taylor, Tree Farmer, and Trojan. We also have engines, transmissions, and tires. If we do not have it, we can try to find it with one of our parts locator systems that contact over 300 parts dealers nationwide. Contact Schaefer Enterprises of Wolf Lake, Inc., PO Box 136, 4535 State Route 3 North, Wolf Lake, IL 62998. Ask for Dick, Kevin, Rodney, or Zane (800) 626-6046 or (618) 833-5498, Fax (618) 833-7765 or Email at parts@sewlparts.com or visit our web site at www.sewlparts.com.

THREE BELL 4A DOWEL Machines with extra blades & setups up to 2 1/2" diameter. Plus large table saw, 30 blades, most are carbide tipped, 12" to 16" diameter. Contact Mark Slade at Mark Slade Manufacturing, 110 South Mill Street, Seymour, WI 54165-1250 or call (920) 833-6557 or Email to DRHANDLES@NEW.RR.COM pictures available by email.

32" TOWER EDGER- new main shaft & bearing. Carbide blades. Hanchett LH 207 band saw sharpener. Covel #11 stretcher roll and leveling block.

Contact Eli Miller, 16605 Newman Ave., Cashton, WI 54619.

OLIVER 39" DOUBLE DISK sander, \$3,800; Taylor-12 section clamp carrier, 6 clamps per section, \$4,900; Cosma- copy milling machine, follows template for manufacturing round items, straight or tapered, like shovel handles, \$5,900; Weinig- 7 head moulder, model 17-A mint condition, \$25,900; S/R-24" gang rip saw, feed thru unit 24" width capacity, \$9,500; Zuckerman- copy lathe, follows templates to carve items like gun stocks, chair legs, kitchen utensils, etc., \$5,900; Mattison- straight line rip saw, glue line, \$6,900; Rye- rotary table automatic shaper/profiler, \$5,900; Buss- 30" planer top & bottom, WT/Grinder, \$15,900; CMW1- band resaw, variable speed power feed, \$6,200; North Field- 12" jointer, swing away guard, \$3,200; Fiat Allis Dozer, model FD-7, 6-way blade, home builders, very low usage, \$15,400.

Contact Conrad Janik, Janik Construction, 5399 Comstock Road, Lockport, NY 14094, (716) 433-4224 (phone after 10 a.m.).

USED ROTOCHOPPER DS 24 Wood Waste Processor – An in-line grinder for sawmills, furniture manufacturers or any plant that produces a flow of scrap wood 24" wide or less. Grind blocks, bark, boards, edgings and slabs of any length, including 8"x8" heartwood cant ends. Produces perfectly uniform product in one pass, at rates from 25 to 100 yards per hour (5 to 20 tons). A machine specifically designed to turn under utilized wood fiber into saleable product with no wasted time or labor. Make animal bedding, landscape mulch or boiler fuel in one quick pass. Simplicity of design, high capacity, reliability, remarkable tooth life, quick screen changes, and trademark "*Perfect in One Pass*" quality has made this unit the first choice of wood industry professionals. 3,100 approximate hours, CAT 3056 180HP engine, \$69,000.00; USED 1998 ROTOCHOPPER MC 166- The state of the art in size, capacity and versatility, Rotochopper MC 166 is rugged and ready to process whole pallets, brush, bark, and small trees, as well as plywood, cutoffs, slab wood, edgings, plastic, and paper products. The MC 166 will produce a perfectly consistent, high-value product in one pass, with the option of coloring the wood as you grind. The MC 166 is permanent solution to your wood waste problems, with the mobility, capacity and reliability to serve a growing business. A processor capable of turning your otherwise wasted resource into a value-added product. 3406 CAT, 435HP engine, magnetic head pulley to remove nails,

truck loading discharge conveyor, complete colorizer system, factory reconditioned and guaranteed, \$159,000.00; USED ROTOCHOPPER MC 166 XLT- The state of the art in size, capacity and versatility Rotochopper MC 166 is rugged and ready to process whole pallets, brush, bark, and small trees, as well as plywood, cutoffs, slab wood, edgings, plastic, and paper products. The MC 166 will produce a perfectly consistent, high-value product in one pass, with the option of coloring the wood as you grind. The MC 166 is permanent solution to your wood waste problems, with the mobility, capacity and reliability to serve a growing business. A processor capable of turning your otherwise wasted resource into a value-added product 1,200 approximate hours. 3406E11 CAT engine, factory refurbished and ready to go, \$194,500.00; USED WHO TUB GRINDER model P-12 58SHD- 2,628 hours, CAT 505 HP engine, new hammers, new discharge belt, \$41,900.00. For more information visit our web site at <http://www.rotachopper.com>, or call (608) 452-3651.

VERTICAL EDGER – a great addition to your sawmill operation, the Jackson Vertical Edger is designed to mount on various makes of sawmills. Contact Jackson Lumber Harvester Co., Inc., 830 N State Road 37, Mondovi, WI 54755, phone (715) 926-3816, Fax (715) 926-4545, Email: info@jacksonlbrharvester.com, Website: www.jacksonlbrharvester.com

Services

CIRCULAR MILLSAW maintenance. Also, can change Disston "C" blades to "T" Video on shoulder replacement available. Contact Fillmore Sawmill, Route 1, Box 81, Wyhoff, MN 55990, (507) 352-6546 days, (507) 352-4098 evenings.

G & G RECONDITIONS – Montgomery Hog Teeth, Anvils and Rings, Zeno Grinding Machine Cutters. Contact G & G Repair, East Sparta, OH 44643, phone (330) 866-9764, Email: hgg9407@aol.com, visit our website: <http://www.GGRepair.com>

DIXON-RUSCH CO., LLC, Antigo, WI is the manufacturer of the Dixon-line of Sawmill & Logging Equipment and we manufacture three different sizes of Circular Sawmills, two sizes of edgers. Our mills and edgers are made both stationary & portable and we also

manufacture: Log turners, belt and chain conveyors, rollcases, log turners, hydro-dogs, pallet notchers, slab edgers, debarkers, multiple saw trimmers, custom built decks, small 7 medium size hydraulic loaders, trailers. We are now manufacturing a deer loader (which every deer hunter should have). Rusch Equipment Sales is our local dealer, but we are seeking dealers in other areas. Contact Dixon-Rusch Co., LLC, 400 Rusch Rd, Antigo, WI 54409, phone (715) 627-4361.

CUSTOM DIGGING IN Columbia, Dane and Dodge County areas or will rent 24" treespade. Contact Lew White, Columbus, WI (920) 623-3827.

WHEN SHARPNESS COUNTS, count on Atlas. Seneca Saw Works is manufacturing the Atlas line of saw maintenance tools that include: Atlas hand filer for accurate sharpening of inserted tooth saws. Atlas Grinder for sharpening saws with regular, chrome, or carbide bits (electric or air motor available) Atlas Spider Gauge for checking side clearance accuracy. Atlas Stationary Grinder for inserted tooth saws in the filing room. Atlas Saw Worker, a leveling and tensioning modification for the Armstrong Stretcher Roll. Atlas Saw Hammering Bench. At a dealer near you.

Also, fresh saws, made to order especially for you and your mill. If you require a circular saw that is a cut above the rest, then the obvious choice is the Seneca Saw Works Saw. We also have a complete line of saw hammering supplies available. If quality and performance are important to you, don't settle for less.

Also, saw hammering, welding, troubleshooting, consulting and accurate sawmill alignment done exclusively with the "quick check" mill alignment system, saw tensioning or trouble-shooting training and seminars available. For more precision and closer tolerances, call Casey at Seneca Saw Works, (607) 546-588 or visit our web site at www.senecasaw.com, Email: casey@senecasaw.com.

WANTED TO BUY Timber & Forest Products

HARDWOOD CROSS TIES & Switch Ties – Orders to place for 2003 shipments. 7"x9" – 8' or 8' 6" or 9'. Load rail or we can truck – quick pay. Mixed hardwood timbers, all sizes. Pallet cants – 3"x6"&4"x6"; Switch Ties Wanted – Orders to place for oak & mixed hardwood switch ties. 7"x9"-13' & 14'- rail; 7"x9"-15'&16'-truck; 7"x9"-17'&18'-rail;

ALSO, wanted Veneer logs, also C3S logs. Must be able to load 40' containers. Need Walnut, cherry, red oak, white oak, ash, hard maple and poplar logs. Timbers for logs homes – advise what you now make. Contact me to arrange inspection. W. Preston Germain @ (412) 782-3240, email: germain@bellatlantic.net.

Equipment

WE ARE INTERESTED IN buying salvageable machines. Contact Schaefer Enterprises of Wolf Lake, Inc., PO Box 136, 4535 State Route 3 North, Wolf Lake, IL 62998, ask for Jerry (800) 626-6046 or (618) 833-5498, Fax (618) 833-7765 or Email us at parts@sewlparts.com or visit our web site at www.sewlparts.com.

MOLDER THAT OPENS UP to 7". Contact Eli Miller, 16605 Newman Ave., Cashton, WI 54619.

Services

MILLS WHICH CAN produce oak car decking, can surface, perhaps drill, sound tight notted grade. 3"x6"-10' or mix hardwoods if you can fabricate construction or industrial parts. Contact: W. Preston Germain, Germain Lumber Co., Inc., Pittsburgh, PA 15215, phone (412) 782-3240, Fax: (412) 781-2551, Email: germain@bellatlantic.net.

Employment

LOOKING FOR LOGGER to cut 40 acres pulp and saw log southern Ashland Co. marked, logging roads in-log only when ground frozen. Contact L. N. Heike, 405 2nd St, NE, Waukon, IA 52172, phone (563) 568-2618.

CROSS TIE BUYERS – May be retired person, call on mills near you. Quick pay mills. Take by truck or rail depending on area. Good incentive arrangement, call collect to Preston Germain to discuss, (412) 782-3240, Fax (412) 781-2551, website: germain@bellatlantic.net.

If you want to list items, fill in the form below:

FOR SALE

WANTED TO BUY

SERVICES

EMPLOYMENT

FOREST PRODUCTS ☐ FOREST PRODUCTS ☐ FOR SALE ☐ AVAILABLE ☐ REMOVE FROM
EQUIPMENT ☐ EQUIPMENT ☐ WANTED ☐ WANTED ☐ MAILING LIST ☐

NAME ----- DATE -----
ADDRESS-----COUNTY -----
CITY ----- ZIP CODE -----PHONE AC (-----) -----

The Wisconsin Department of Natural Resources reserves the right to edit all items included and accepts no responsibility for the accuracy of description or for the commercial integrity of the persons or firms making offers in this Bulletin.

If you wish to use the facilities of the Bulletin, forward a letter, post card or form on page 11 with detailed description of your “wanted” or “for sale” items. All forest products (stumpage, logs, pulpwood, posts, poles, trees and lumber, etc.) and services (custom sawing, custom kiln drying and tree planting, etc.) may be listed. Please be sure your full name, address (including zip code), telephone number accompany your listing, there is no cost for listing any items. If you want items repeated in the next issue, send in a written request. If you have comments about the Bulletin or have suggestions on its content, write to: Forest Products Specialist, 3911 Fish Hatchery Road, Fitchburg, WI 53711, phone (608) 231-9333 FAX (608) 275-3338.

DEADLINE FOR ITEMS TO BE LISTED IS THE 20TH OF: FEBRUARY, APRIL, JUNE, AUGUST, OCTOBER, and DECEMBER.



Printed on recycled paper



Department of Natural Resources
Forest Products Specialist
3911 Fish Hatchery Road
Madison, WI 53711

ADDRESS CORRECTION REQUESTED

Presorted Standard U.S. Postage Paid Madison, WI Permit 906
